

Message Text

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43

ACTION AF-18

INFO OCT-01 ISO-00 EB-11 COME-00 TRSE-00 AID-20 XMB-07

CIAE-00 INR-10 NSAE-00 RSC-01 DRC-01 /069 W

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R 050930Z FEB 74

FM AMCONSUL LUBUMBASHI

TO SECSTATE WASHDC 1449

INFO AMEMBASSY KINSHASA

UNCLAS LUBUMBASHI 55

DEPARTMENT PLEASE PASS ALSO AMB VANCE

E.O. 11652: NA

TAGS: EMIN CG US

SUBJ: GECAMINES EXPANSION AND DELIVERY SCHEDULES

FREF: LUBUMBASHI 49

1. IN CONNECTION WITH OUTPUT EXPANSION GECAMINES HAS GIVEN LOCAL CATERPILLAR DEALER LETTER OF INTENT COVERING, INTER ALIA, FORTY CATERPILLAR TRUCKS, MODEL 769, 32 METRIC TONS EACH, TOTALLING ABOUT G3.5 MILLION DOLLARS. SO FAR, HOWEVER, CATERPILLAR HAS BEEN ABLE TO PROMISE DELIVERY OF ONLY FOUR IN SEPTEMBER THIS YEAR WITH BALANCE TO ARRIVE BEGINNING PERHAPS DECEMBER OR IN 75.

2. NEW MANAGEMENT IN GECAMINES (REFAIR) HAS RE-ASSESSED NEEDS AND NOW MOST ANXIOUS FOR DELIVERY OF SIX TRUCKS ASAP, FIFTEEN MORE BEFORE YEARS END AND BALANCE IN 75.

3. GECAMINES MUCH PREFERS CATERPILLAR BUT COMPETITORS NOTABLY THE BRITISH AB CENTAUR 35 ARE REPORTEDLY DANGLING POSSIBLE OFFERS, TEMPTING BOTH IN PRICE AND IN DELIVERY SCHEDULES.

4. WHILE RECOGNIZING WORLDWIDE BIND ON CATERPILLAR FOR DELIVERIES, WE HOPE THAT COMPANY CAN BE PERSUADED TO MEET

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SUBSTANTIAL PART OF GECAMINES REVAMPED REQUIREMENT. AS DEPARTMENT

AWARE, COMPETITIVE PHASE OF 300 MILLION DOLLARS EXPANSION PLAN
IS NOW ON OUR DOORSTEP. HOPEFULLY AMERICAN SUPPLIERS WILL BE
ABLE GIVE SYMPATHETIC ATTENTION AND RESPONSIVE REPLY TO NEEDS
THIS MAJOR AND GROWING US CUSTOMER.

5. UNDERSTAND EITHER MR. OBRIEN OF WASHINGTON CAT OFFICE
OR CAT VICE PRESIDENT LEE MORGAN IN PEORIA MAY BE MEN TO CONTACT.
JUNIOR

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Message Attributes

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Decaption Note:
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Disposition Case Number: n/a
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Disposition Date: 01 JAN 1960
Disposition Event:
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